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# Extension Service Review



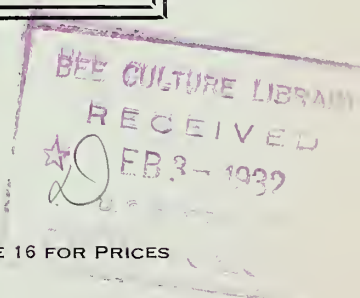
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WELL-MANAGED AND PROFITABLE FARM WOODLAND

ISSUED MONTHLY BY THE EXTENSION SERVICE  
UNITED STATES DEPARTMENT OF AGRICULTURE  
WASHINGTON, D. C.







## In This Issue

**L**AST MONTH Secretary Hyde discussed the need of a national land policy. This month the REVIEW carries the full text of the recommendations of the National Land Utilization Conference held in Chicago, November 19 to 21. As each line of activity proposed in these recommendations is developed, it is practically certain that extension agents will be looked to as the local authorities on land utilization policies. Unquestionably, if they are fully informed, they may have much to do with shaping local attitudes and opinion regarding the application of the recommendations of the conference within their counties.



**N**EW HAMPSHIRE seeks to establish a reputation for clean and attractive roadside markets, tea rooms, and overnight cabins. At a series of conferences the roadside operators discussed ways of improving their establishments and business methods. Director J. C. Kendall outlines the progress that operators in his State are making and how the extension service is assisting.

**T**HERE'S BEEN a lot of loose talk over the country to the effect that the Federal Farm Board has squandered millions in loans to cooperative marketing associations. Extension agents will welcome the statement of Chairman Stone. Up to November 1, 1931, the board had financed cooperative marketing associations in the amount of 326 million dollars. These funds were used by the associations in merchandizing farm products, financing facilities, and paying cash advances to their members. Of this 326 millions, over 174 millions had been repaid to the board by the associations on November 1. The amount

already repaid to the board is considerably more than half the total amount borrowed. Would any fair-minded person call this squandering the Government's money?



**M**ISSOURI SHOWS the way in the use of cobblestones in constructing small buildings, such as milk houses, economically. According to R. W. Oberlin, extension specialist in agricultural engineering, the stones used in this type of construction require no special preparation.

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## On the Calendar

**T**HE SOUTHERN AGRICULTURAL Workers will meet in Birmingham, Ala., the week of February 1, 1932.

Conferences for the forthcoming annual national agricultural outlook are to be held in Washington, D. C., January 25-29, preceded by preliminary committee meetings during the week of January 18.

Annual conferences of State extension workers will be in session at Tucson, Ariz., January 11-15; Berkeley, Calif., January 4-9; Fort Collins, Colo., January 8-14; Bozeman, Mont., January 18-23; Corvallis, Oreg., January 4-9; Logan, Utah, January 14-19; Pullman, Wash., January 18-22; and Laramie, Wyo., January 11-25.



**Y**OU'LL FEEL your depression wrinkles smooth out as you read Caroline Alston's story of how the farm women of Charleston County, S. C., are taking care of themselves and their families. Plenty of milk, eggs, and vegetables for their tables, a cash income in 1930 from poultry products alone of \$47,000, nice looking places to live in, and, even a recreation camp of their own—that's the story. Of course, there has been a program.

It's been a program of production, nutrition, marketing, and beautification—and Miss Alston has put in 14 years of hard work to make this program good.

**E**ducational radio broadcasting becomes a unified cooperative project of the department and the States on January 18. Eventually, under this plan the States and the department in combination will service around 250 stations with localized agricultural and home-economics information.



# Extension Service Review

VOL. 3

WASHINGTON, D. C., JANUARY, 1932

NO. 1

## Farm People Are Working Way Out of Difficulties

D. P. TRENT

Director, Oklahoma Extension Service

NOTHING else has ever quite so forcibly impressed upon the minds of farm people the soundness of what is commonly known as a safe farming program as the conditions brought on by the drought in 1930. Throughout the country, and more particularly in the area affected by the drought, everything possible was done to emphasize the tremendous importance of providing ample food supplies for the family needs for the year, providing a liberal supply of feed for the livestock on the farm, and providing more than one possible source of net cash income. It is now possible to see what some of the results have been.

In Oklahoma an intensive and aggressive effort was made by extension workers, bankers, chambers of commerce, the Red Cross, teachers, and various other agencies to arouse farm people to the necessity of largely working out their problems with the resources available on their own farms and in their own homes. The program adopted and the plans followed were much the same as those in Arkansas, Kentucky, and various other States affected by the drought. The results in Oklahoma are probably typical of the results in the various other States and may be of general interest.

### Farmers Provide Foods and Feeds

The crop acreage estimates of the Federal-State Statistical Bureau indicate that the total crop acreage of Oklahoma in 1931 was 1½ per cent greater

than in 1930, the cotton acreage 17 per cent less than in 1930, the corn acreage the same as in 1930, oat acreage 41 per cent greater, barley acreage 50 per cent greater, rye acreage 50 per cent greater, wheat acreage 6 per cent greater (largely due to seeding for fall pasture), grain sorghum acreage 10 per cent greater, tame hay acreage 4 per cent greater, wild hay acreage 2 per cent

improvement in morale and general state of mind.

There is evidence that they are seriously and earnestly studying the job as they have not done for many years. The attendance at farm meetings held by extension workers has been much greater than heretofore. The increased

demands for information are indicated in the fact that in the first six months of 1931 the extension division of Oklahoma has distributed 343,000 bulletins and circulars dealing with various phases of farming and home making, compared with 187,000 distributed in the first six months of 1930. A very large percentage of the demands for informational material have been along the lines of gardening, canning, poultry

management, home dairying, pastures, and legume crops.

### Garden Contest Conducted

In the annual State garden contest which is conducted by the extension division through the county home demonstration agents, 5,284 farm women have enrolled this year, representing 3½ per cent of the total number of farms in the State. People who have traveled over the State have been amazed at the almost universal presence on the farms of large gardens of a variety of vegetables, well planned and well cared for.

There has been far less moving and shifting by farmers during the last year than at any time since the State was settled, indicating that farm people have



The whole family has taken a delight in the growing of gardens and in putting away liberal supplies of canned fruit and vegetables. Farm women in Oklahoma canned 157,963 quarts of meat at demonstrations

greater, alfalfa acreage 8 per cent greater, Irish potato acreage 39 per cent greater (commercial potato acreage only 2 per cent greater), sweetpotato acreage 20 per cent greater, and while definite figures are not available the garden and home truck crop acreage was much greater than in 1930. These figures indicate definitely that farm people in Oklahoma have taken a firm grip upon the situation and are seriously and earnestly going about the job of providing for the food and feed needs on the farm.

There are also some general observations bearing upon this situation. As farm people have gone about the task of working themselves out of their difficulties, there has been a very evident



determined to settle down and work out their salvation where they are. More land was plowed and carefully prepared during the winter months than ever before; the fields have been more carefully cultivated, and few fields are seen grown up in weeds and grass. Farmers are also taking much better care of the crops which have already been harvested and nowhere are oats, hay, and other crops seen going to waste in the fields.

#### *Boys and Girls Assist*

The farm women and the boys and girls are playing an important part in this process of rehabilitation. A representative of a large financial institution who recently drove over 14,000 miles in the State studying the agriculture stated that he was very forcibly impressed by the manner in which farm boys and girls have come home from college or from high school, put on work clothes, and gone into the fields to help with the farm work, and the extent to which farm women are taking a hand and working out the problem.

#### *Food Products Canned*

As a result of the special meat-canning campaign put on by county home demonstration agents during the early winter, more than 159,194 quarts of meat were canned by farm women and girls under the direct supervision of these agents and used for meeting the food needs of the families. The response to the special food-preservation campaign of the present season is far beyond anything ever before experienced and farm families filled their cellars with food in a way that will insure against any possible repetition of the hardships of last winter. Everywhere there is convincing evidence that farm people are working their way out of the situation.

We don't mean to say that all the agricultural problems have been solved, and we realize that some of these things are not in the cards of strict economics, but when farm people provide ample food for family needs and feed for the livestock they have accomplished the first essential toward restoring agricultural prosperity. A farmer who has fed his livestock liberally of home-grown feed out of bulging granaries and hay mows and has sat down with his family and partaken of a good home meal from his well-filled cellar and smokehouse can sit by the fire and smoke his pipe with some degree of peace and satisfaction even though the price of cotton and wheat

## Radio Correlation Gets Under Way

**C**ORRELATION of Federal and State information broadcasting, with the United States Department of Agriculture and the State extension services sharing responsibility for building programs, will become a reality this month.

The new correlated agricultural syndicate service, which is a mimeographed program service to individual stations, will be formally inaugurated Monday, January 18, although it is already in operation in four States. At that time 19 State extension services—and perhaps from 1 to 5 more—will join with the Federal department in issuing news and information of particular interest to farmers in their States. With all reports not yet in, it is estimated that from 85 to 100 radio stations will be included in the starting set-up.

During the summer and early fall Alan Dailey, radio extension specialist of the Department of Agriculture, visited 33 States, to discuss the proposed plan for correlation and to assist in effecting broadcasting arrangements suited to conditions in each State. The remaining 15 States will be similarly contacted as soon as possible, so that the correlated system may be made operative on a country-wide scale during the coming year.

#### *A Daily Program*

The radio service of the Department of Agriculture, under the plan for correlation of agricultural syndicate services, will prepare seven minutes of material daily (six days a week) for radio presentation. This material will be sent each week to cooperating State extension services for adapting and supplementing. The complete program will be either 10 or 15 minutes in length, at the discretion of the States. The general plan was purposely so drawn as to permit of modifications to meet State conditions.

In most States the programs will also be sent by the State office through the county extension offices in cities where cooperating radio stations are located. Thus, the county agent becomes the direct contact representative with the station, and is given opportunity to further localize and supplement the information. It

is also the general plan that members of the county extension staff present the programs in person as often as their duties will permit. In some cases, the county extension office takes one day a week for a strictly local program, with the State-Federal program scheduled for the remaining days at the same hour.

#### *State Participation*

The general proposal for correlation, submitted by C. W. Warburton, director of extension, and M. S. Eisenhower, director of information, also contemplates State participation in the network programs of the Department of Agriculture and in the home-economics syndicate service.

Two States have already joined with the Department of Agriculture in correlating the home-economics service and at least one other will begin this month. Five other States expect to start this year, but the starting dates are not yet definite. The great majority of States visited approved the proposal, but desired to postpone participation until a later date.

#### *A Further Proposal*

The proposal for State participation in the national farm and home hour calls for setting aside a daily 5-minute period for the use of State extension services. At this time the proposal is awaiting completion of the canvass of States to determine their desires. If a sufficient number are prepared to take advantage of this radio time, it is expected that the set-up will be made effective by next fall.

Western States are not concerned in this proposal as they are already furnishing material for the department's western farm and home hour network program.

The aim of the proposed plan, as submitted by Directors Warburton and Eisenhower, is to put on the air every day information from both Federal and State sources, designed to widen the influence of each State extension service among farmers and home makers. Eventually, it is expected that such a program will be broadcast daily from approximately 250 cooperating stations.

may be ridiculously low and he may not have much cash in his pocket.

The agricultural problem will be solved, in time, and the biggest factor in the solution will be the thrift, frugality, determination, and good management of

the farmers and their families on their own individual farms. There are very definite evidences that farm people are working their way out of the mire and doing it, in a sense, by their own boot straps.



# No Want on the Farms of the Carolina Coast

*The history of home demonstration work in a county, just the everyday working away at a program for better living, may sometimes seem discouraging and dull, but the results through years of earnest and consistent effort are often amazing. Such is this story of fine homes and good living in a South Carolina county. We plan to continue this series, giving the stories of home demonstration agents in other parts of the country who have stayed in the same county for a number of years and whose work speaks for itself in the lives and homes of the people.—EDITOR.*

**T**HE farm homes of the coastal marshes and sea islands off South Carolina have come into their own. A glance over the 14 years of work under the leadership of Caroline Alston, home demonstration agent, shows what can be done by working away at a well-planned program.

Charleston County is primarily a truck-farming section and last summer brought the greatest truck loss in the history of the county, but, as one woman put it, "Well, we haven't got any money, but we do have a nice-looking place." Money may be scarce, but there is no want among the farm folks of the marshlands. Practically every farm has its dairy cow, its year-round garden, and poultry flock, which means the top of the living for the family. Old stumps and underbrush have been cleared away, showing exquisite views of marshes and rivers, thousands of honeysuckle, woodbine, jasmine, Cherokee roses, wisteria, azaleas, camellias, smoketree, redbud, and other vines and shrubs distinctive to this coastal region have been planted and are being cared for on these farms.

## Poultry Products Sold

Besides keeping a "nice-looking place" and insuring food for the family, these Charleston women sold more than \$47,000 worth of poultry products last year,

which did much to lessen the effects of their husbands' staggering loss in truck crops. Looking ahead, these women have established their own mountain camp, where each farm family can enjoy the benefits of a vacation at a higher altitude. This is a project very dear to the heart of Miss Alston, who plans to make it a training camp where the farm men and women can actually try out the satisfaction and comfort of beautiful surroundings and well-ordered living and maybe take some of these ideas and habits back to their farm homes in the lowlands.

Fourteen years ago when Miss Alston, a native of the county, was appointed home demonstration agent things were very different. As in every trucking section, all energies were concentrated on the production of commercial crops, the small activities of the home, poultry, dairying, and gardening were sidetracked or neglected altogether. These conditions prevailed over an extended period of years and resulted not only in great deterioration of the farms and reduced scale of living but in the lowered vitality and morals of the people. They acquired what has been called "the dreadful habit of poverty," a condition in which they eventually come to believe that their standards of living were normal. The vast majority were even satisfied with it.

Production for the primary needs of life seemed the most fundamental requirement, and this was tackled first. The family cow was one of the first projects undertaken and 10 years ago when the first report was made on this work, 132 milk cows were placed on farms. Then the cow most commonly encountered on Charleston County farms was the "cup cow," so called because she was said to give only a cup of milk at a milking, and many farms had no cow at all. Now practically every farm has its family cow.

## Farm Program Adopted

As the women and girls became interested and adopted many of the suggestions in their own farm homes a more comprehensive program seemed called for. To fill this need, the 5-year model farm program including all the items in the basic program was adopted by the women of the county in 1925. That year 28 women pledged themselves to maintain a model farm with these requirements:

An all-year-round garden.

As many cows as were necessary to provide the family with an adequate amount of milk and milk products.

A flock of not less than 100 standard-bred birds.

A quart of milk served each child every day and not less than 1 pint served each adult.

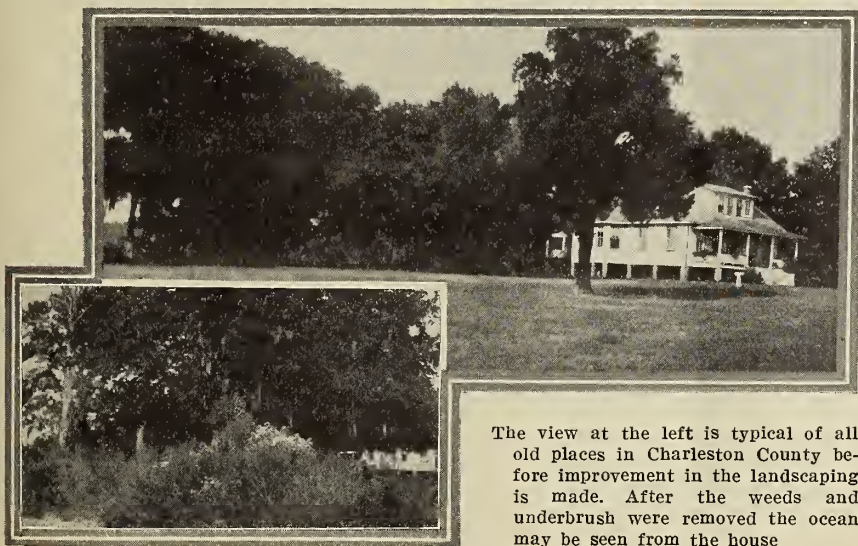
Two fresh vegetables every day.

A surplus of poultry and dairy products for marketing.

Beautification of the home grounds.

In 1930, the last year of the 5-year program, 198 women were enrolled and 181 lived up to the entire pledge. This is about two-thirds of the women in the county. During these years, the size of the farm poultry flock increased from an average farm flock of 19 hens to an average farm flock of 131 hens. Last year the profit on poultry products alone was \$47,000. These poultry flocks are almost no expense to the women, as the climate is uniform and they need little

*(Continued on page 4)*



The view at the left is typical of all old places in Charleston County before improvement in the landscaping is made. After the weeds and underbrush were removed the ocean may be seen from the house



# Low-Cost Cobblestone Buildings

**S**ATISFACTORY small farm buildings, constructed at low cost through the use of cobblestones, have been introduced on Missouri farms by the agricultural engineering specialists of the Missouri Agricultural Extension Service. In addition to the low cost, this type of construction offers ease of building, no necessity for paint on outside walls, fire resistance, and a fairly permanent structure.

In Jefferson County recently three milk houses were built of cobblestones to demonstrate the practical worth of such construction. The houses varied in size and cost of materials but each proved to be economical when completed. One of these, 8 by 10, was built at an estimated cost of \$65, not including labor. One 10 by 14 cost \$150, including a labor charge of \$48. A third one, 12 by 20 and containing three rooms, cost \$86 in cash.

The milk house illustrated is a typical example of Missouri cobblestone construction. This 12 by 20 house was built for a cash cost of \$75 and contains two rooms—one to house a pump and gas engine, the other to use as a milk room for cooling and handling bulk milk. The floor is of concrete, and there is a cooling tank.



This milk house was built of cobblestones at a cost of \$75

The stones used in this type of construction require no special preparation, says R. W. Oberlin, extension specialist in agricultural engineering who is in charge of this project. Most builders use the stones as they find them. The wide variety of colors and texture possible in cobblestone work lends it beauty and interest. Sorting stones for coloring and for sizes affords unlimited possibilities for varying the final effects.

Tools required are those generally found on the farm. No man need hesitate to undertake the work on account of inexperience. The laying of the rock is not a highly skilled operation and can be done by anyone with very little ex-

perience. Best results are obtained when the common building practices are followed.

Although the cobblestone type of construction was started originally as a method of providing satisfactory milk houses at small cost, Missouri farmers with a supply of rock have found that cobblestones merit consideration as a building material for many farm structures. Some of the more ambitious ones have built cobblestone poultry houses which cost less than wood construction and will last much longer. Others have built machine sheds, workshops, and garages, and some are planning dwelling houses.

## No Want on the Farms of the Carolina Coast

*(Continued from page 3)*

protection. Green food is available all year, oyster shell abounds on every sea-coast farm and every farm has a supply of peas, beans, and skim milk. The raising of ducks is also proving profitable. The ducklings, when 10 weeks old, can be turned loose to fend for themselves on the salt marshes where "fiddlers" abound. The ducks thrive on them and require little else except a small amount of grain. Twenty-one women are now raising ducks, and 26 have flocks of from 30 to 80 turkeys.

### **Camp Organized**

Everyone was immensely pleased with the results of the 5-year program and felt eager to undertake something else. Miss Alston had it in the back of her head for a long time that a well-managed camp in a totally different climate and situation would do wonders for the folk

in her county. The habits formed in two weeks of living at a beautiful and well-ordered camp might be taken back home to the low country to enrich the homes there. It seemed like a very ambitious scheme for the farm families were for the most part poor in money, but the idea stuck. The county was divided into nine sections and a meeting held in each section to talk over the proposition. Eight of the sections decided they were all for the idea and agreed to raise \$100 apiece as a starter. The ninth area, Edisto Island, had already begun a club house on their own island beach and so did not join. In three weeks each of the other eight areas presented their \$100 to the home demonstration agent. With this in hand, Miss Alston secured the gift from the Harmon Foundation of a beautiful site of 18 acres in the mountains. The Charleston County Home Demonstration Association was formed of representatives of each section to accept title to the camp and act as advisory board to the agent in the man-

agement of the camp. An artificial lake was provided by another friend.

Due to the shortage of money among farm families this year it seemed almost impossible to run the camp last summer, although an additional \$500 was obtained by conducting tours through some of the old historic rice plantations. After many meetings and much talk it was decided not to build this year but to provide tents for the few who could make use of the camp and to operate the camp for boys and girls for 10 days. Forty children made the 300-mile trip to the mountain camp where they were provided a good well-balanced diet and beautiful, healthful surroundings. The effects of this practical lesson in nutrition and beauty can already be seen among the children and their parents, observed Miss Alston.

Looking back over the years much has been accomplished, but Miss Alston with her group of earnest home-demonstration women confidently looks forward to an even more fruitful future.



# The Farm Board's Financial Operations

JAMES C. STONE

Chairman, Federal Farm Board

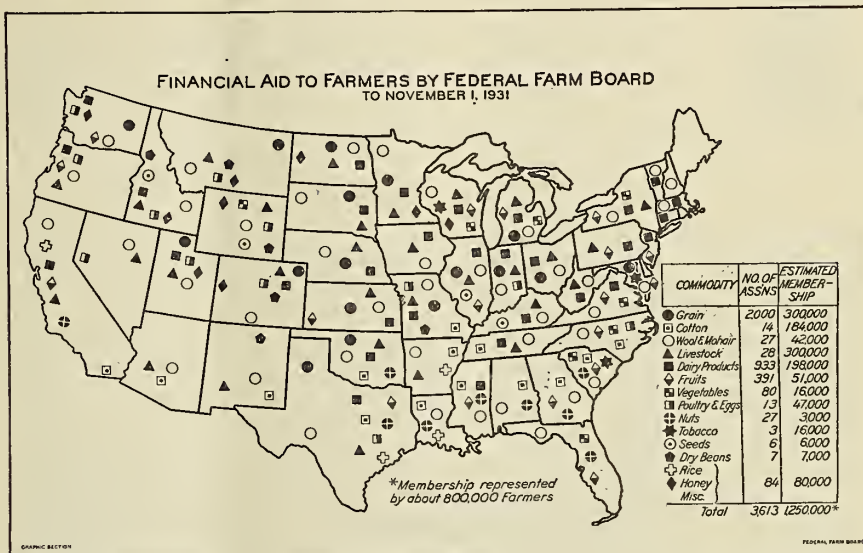
**E**XTENSION workers throughout the United States want to know the facts concerning what use the Federal Farm Board has made of the \$500,000,000 revolving fund, the present status of the fund, and how the board plans to use this money in the future.

At the time the agricultural marketing act was passed in June, 1929, \$500,000,000 was authorized by Congress to be used as a revolving fund and loaned to farmers' cooperative associations. On July 1, 1931, the last \$100,000,000 of the \$500,000,000 had been deposited in the Treasury of the United States to the credit of the revolving fund.

## Loans Go To 45 States

Up to November 1, 1931, farmers in every State excepting three—Maine, Rhode Island, and Delaware—had been financially aided by the revolving fund through loans made to their cooperatives. This financial assistance reached farmers through loans from the revolving fund, which were made either directly or through central cooperative sales agencies with which they are affiliated, to 3,613 cooperative associations. These associations had an estimated membership of 1,250,000 which is represented by about 800,000 farmers, some being members of two or more organizations. This money was used to benefit producers of the following farm commodities: Grain, cotton, wool and mohair, livestock, dairy products, fruits and vegetables, poultry and eggs, nuts, tobacco, seeds, dry beans, rice, honey, and other commodities. (See accompanying map.)

Loans from the revolving fund are made to cooperatives to aid them in



merchandising farm products and to help them in financing their facilities. In addition, loans are made to enable cooperatives to advance to their members, a greater share of the market price of a commodity delivered to the association than is practicable under other credit facilities.

## Cooperative Loans Total \$326,787,108.41

Up to the effective date of November 1, 1931, the Farm Board had loaned to cooperatives a total of \$326,787,108.41. Of this amount, \$174,824,441.11 had been repaid, leaving a balance outstanding of \$151,962,667.30.

In emergencies loans were also made to stabilization corporations to purchase seasonal surpluses of agricultural commodities to prevent drastic declines in

prices. On November 1, 1931, the Farm Board had loaned for stabilization purchases of cotton and wheat, \$510,706,201.40, of which \$229,357,305.64 had been repaid, leaving balances of \$281,348,895.76 outstanding. Total loans to the Cotton Stabilization Corporation were \$152,668,855.05, of which \$58,806,156.82 had been repaid, leaving \$93,862,698.23 outstanding. Loans to the Grain Stabilization Corporation were \$358,037,346.35, of which \$170,551,148.82 had been repaid, leaving \$187,486,197.53 outstanding.

## Status of Revolving Fund

The statement given below shows the condition of the revolving fund on November 1, 1931, including loans to cooperatives and to stabilization corporations:

<b>Cash:</b>	
Original deposits with Treasurer, United States	\$500,000,000.00
Add: Interest collections	6,759,193.93
	<b>\$506,759,193.93</b>
Total advances made	837,493,309.81
Less: Repayments of advances	404,181,746.75
Total advances now outstanding	<b>433,311,563.06</b>
Balance on deposit with Treasurer, United States	73,447,630.87
Less: Unadvanced portion of commitments made	23,934,807.54
Funds available for new commitments	<b>49,512,823.33</b>

(Continued on page 6)

## Loans made by Farm Board to cooperatives up to November 1, 1931

Commodity	Net commitments	Total advances	Total repayments	Balances outstanding
Beans	\$763,049.45	\$763,049.45	\$120,753.90	\$642,295.55
Coffee	50,000.00	50,000.00		50,000.00
Cotton	202,211,117.82	195,225,669.72	111,165,304.18	84,060,365.54
Dairy products	18,283,912.89	14,008,019.71	5,272,410.64	8,735,609.07
Citrus fruits	3,300,000.00	3,154,862.00	785,812.66	2,369,049.34
Grapes and raisins	25,906,622.51	23,177,801.36	9,982,344.08	13,195,457.28
Other deciduous fruits	2,486,207.26	1,971,897.98	394,323.52	1,577,574.46
Miscellaneous fruits and vegetables	471,272.04	373,941.72	44,653.78	329,287.94
Grain	58,275,082.59	54,893,932.59	37,203,045.96	17,690,886.63
Honey	45,839.00	45,839.00	6,158.58	39,680.42
Livestock	9,039,704.26	5,454,704.26	1,790,515.72	3,664,188.54
Nuts	1,460,869.48	507,532.20	104,143.64	403,388.56
Potatoes	559,800.00	545,800.00	370,400.00	175,400.00
Poultry and eggs	723,000.00	636,400.00	178,447.52	457,952.48
Rice	1,473,538.61	1,287,707.15	552,206.82	735,500.33
Seeds	853,141.62	727,801.15	90,717.64	637,083.51
Tobacco	3,607,072.51	3,199,572.78	876,510.68	2,323,062.10
Wool and mohair	21,206,685.91	20,762,577.34	5,886,691.79	14,875,885.55
<b>Total</b>	<b>350,721,915.95</b>	<b>326,787,108.41</b>	<b>174,824,441.11</b>	<b>151,962,667.30</b>



# A Missouri County Develops Its Dairy Industry



**D**URING the last six years Ralls County, Mo., under the leadership of County Agent William A. Rhea, Jr., has been working on a definite plan to improve the dairy industry which had proved its worth. The results speak for themselves. The soybean acreage has increased from 7,954 acres to 10,229 acres, and the number of farmers growing soybeans has increased from 397 to 515; sweetclover pasture has increased from 137 to 1,484 acres, red clover from 1,250 to 3,200 acres; and the number of farmers growing alfalfa has increased from 170 to 258. The progress recorded in these 6 years also includes the use of balanced dairy rations on 69 farms as compared to 12 formerly, the adoption of silage feeding by 27 additional dairymen, feeding grain on pasture by 64, and feeding minerals by 26.

In dairy breeding Ralls County has made similar advancement, the number of registered dairy bulls in use on farms of the county having increased from 19 to 103, production-bred bulls from 4 to 31, and correctly built safety bull pens from 4 to 29.

The average annual production of butterfat per cow has increased from 251 to 276 pounds and that of milk from 4,865 to 5,363 pounds. There are now 19 dairy herd-improvement association members as compared to 8 in 1925. Members testing all animals in their herds for Bang's disease have increased in number from 2 to 15.

In the handling and marketing of their dairy products by approved meth-

ods, Ralls County farmers are also making progress, as shown by the fact that 53 additional dairymen are sterilizing their utensils, 21 have built modern milk houses, and 45 are cooling their milk and cream in the most efficient way.

Six distinct projects have been organized and actively promoted by the extension forces and volunteer leaders in Ralls County to further the dairy-improvement program:

1. Increase of legume acreage for pasture and hay, based on correction of soil acidity, the use of phosphate fertilizer, and good seed.
2. Maintenance of a dairy herd-improvement association within the county.
3. Organization of bull associations.
4. Development of the certified sire project.
5. County surveys to determine the status of various farm enterprises and their comparative earning capacity in different areas within the county.
6. Utilization of community spirit and local leadership to promote dairy improvement by communities.

The first dairy herd-improvement association in Ralls County was organized during the first year of the 6-year period covered by the report, namely 1925, and has been in continuous operation since that time.

The first cooperative bull association was organized in 1923, and has been in operation 8 years with 254 cows bred annually to 8 production-bred bulls. The owners have profited to the extent that this high type bull service has cost the members only \$1 per year per cow.

Since 1925, County Agent Rhea has placed in the county 34 production-bred bulls from long-time record dams, whose butterfat records range from 450 to 850 pounds of fat. In addition to this number of bulls, the agent has record of 103 bulls being used in the county that are purebred registered sires of the different breeds of dairy cattle.

The first economic survey of Ralls County was made last year. It served the double purpose of affording a definite measurement of the results obtained to date in the dairy-improvement program, and of testing the adaptability of various sections of the county to the dairy enterprise by reason of soils, topography, and accessibility to the highways.

Throughout all of Mr. Rhea's work in Ralls County he has made constant and increasing use of the local leadership developed in a number of very successful community organizations. In addition to the officers and committee chairmen of these groups, Mr. Rhea used the soil-improvement school-district delegates, dairy herd-improvement association members, survey leaders, and all other possible local leaders in a coherent county-wide movement for improvement in all phases of farming business, including dairying.

In recognition of this excellent plan for building up a dairy section, together with the skill and hard work put into its execution, County Agent Rhea was awarded the sweepstakes award in the 1931 National Dairy Improvement Contest at the National Dairy Show in St. Louis.

## The Farm Board's Financial Operations

*(Continued from page 5)*

The table on page 5 shows, by commodities, the net commitments, total advances, total repayments, and balances outstanding on loans made by the farm board to cooperatives handling various commodities, up to the effective date of November 1, 1931.

### Balance Changes From Day to Day

Since this is a revolving fund, money is constantly being paid out and received and the balance changes from day to day.

On October 31, 1931, the Grain Stabilization Corporation held unsold cash wheat amounting to 160,681,672 bushels. In addition the corporation owned 27,348,000 bushels of long futures contracts, and coffee, received for wheat exchanged with Brazil, representing the equivalent of 2,718,936 bushels of wheat. The wheat is being handled in accordance with the corporation's announcement on June 30, 1931.

The Cotton Stabilization Corporation had on hand on October 31, 1931, a total of 1,310,789 bales. Corporation officials have pledged themselves to maintain this baleage up to July 1, 1932.

In administering the agricultural marketing act in the future and lending money from the revolving fund to cooperatives the board will continue to keep in mind its fundamental idea that true equality of agriculture with industry can be attained only by the development of cooperative organizations on a national scale, owned and controlled by the grower members. Such a nationwide system of marketing the major farm products would give to farmers something of the same organized power in their markets and organized representation before legislatures and other bodies as are already possessed by most lines of endeavor.



# Landscaping for Farm Homes

AMY KELLY

State Home Demonstration Leader, Kansas State Agricultural College

**L**ANDSCAPING, yard improvement, home beautification, or whatever name it is called, has involved in it as a project all the educational principles that make for a successful demonstration. There must be a knowledge of line and design, of color, and of gardening and horticulture in order to make the landscaping project effective. Consequently, it is one of the later projects that is developed in a county program.

It is easy to maintain interest once it has been developed because of the concrete results obtained from the beginning.

To us who have been in extension work for a number of years, it presents the ideal situation for a project, in that it involves the whole family—the farmer, his wife and his children, and leaves its imprint on the whole community.

Too often in extension teaching the main object has been practices adopted, disregarding fundamental principles, which are the basis for applying practices with discrimination and judgment. The landscaping project will result in a conglomeration of growing things unless the principles are first understood by the demonstrators.

## *Training Schools Conducted*

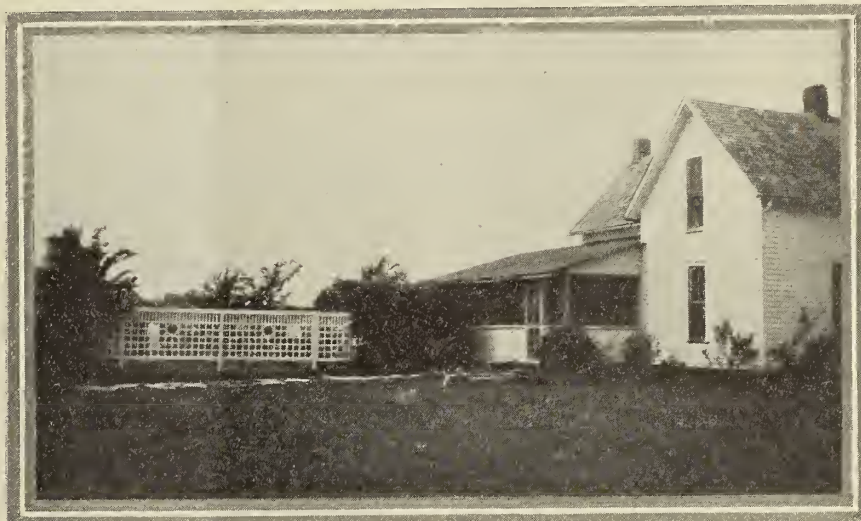
In Kansas, many agencies have been used to present the principles of landscaping to the local cooperators. There have been training schools conducted by the specialists for the county agricultural and home demonstration agents. These agents in turn have held training schools for local leaders, who have presented the subject-matter material at the farm-bureau unit meetings. Specialists, county agents, local leaders have all assisted in securing demonstrators and planning with them the arrangement and selection of shrubs to be planted. Other people in the community have been present as plans were studied for improvements to be made.

As stated previously, the landscaping project is one of the last to be conducted in a county. Because of this fact the farm bureau workers are prepared for the abstract study of line and design and the artistic principles involved. Millinery, clothing, and household furnishings required the same study for the application of these theories of line and design as found in landscaping. The women discovered that they could not trim their

hats satisfactorily until the principles underlying the reasons for trimming hats were understood. This handling of small pieces of cloth and making it into something attractive to wear gave them their first experience in acquiring artistic skill. The repetition of this study as mentioned appeared often in clothing and household

illustrates the fact that she studied her problem well before she began work on the garden.

If all the project work presented could show as definite a relationship between the underlying principles and the skill required to carry them out effectively as in the landscape project, it would not be



Foundation planting and back-yard screening

furnishings, thus giving them an open mind toward principles underlying successful landscaping.

## *Landscape Garden Demonstrators*

Mrs. C. J. Allen has been a member of the Montgomery County Farm Bureau for the past 10 years. She has been a member of a farm bureau unit that carried the millinery and clothing projects. She had one of the demonstration kitchens in the home-management project. Last year she requested that she be one of the landscape garden demonstrators. The accompanying picture illustrates how she has used one of the principles taught so much in landscaping—that of foundation planting. It shows, also, the screening of the back yard, the open space with just grass, and the inclosing of the yard necessary on the farm to protect fowls and stock.

Mrs. Minnie Heckman of the same county has used principles of landscaping too, by screening the barn and poultry house from the front view by the use of shrubs. She has increased the beauty of her yard by a side garden that contains flower beds, a rock garden, and a lily pool. Mrs. Heckman's back yard

difficult to place the proper evaluation on the educational program of the extension service.

## **Arkansas Adjusts to Cotton Acreage Reduction**

Not more than 30 per cent of Arkansas' crop land is to be planted to cotton according to State legislation recently enacted. Under this restriction the acreage of cotton in the State next year will be less than 2,100,000 acres as compared with over 3,600,000 acres this year. Plans for the efficient use of this 1,500,000 acres of land thus to be released for other purposes than cotton production have been worked out by the Arkansas Extension Service on the basis of facts on supplies, demands, trends, and possible production presented at the Southern States Outlook Conference held at Memphis in November.

**C**AMPS for boys are held yearly at the Pottschesfroom School of Agriculture, Union of South Africa, to give instruction in agriculture and to discuss improvement in club methods.



# Recommendations of Land-Utilization Conference

**T**HE following recommendations, submitted to the 350 or more registered delegates attending the Land Utilization Conference called by Secretary of Agriculture Arthur M. Hyde and the Association of Land-Grant Colleges and Universities at Chicago, November 19 to 21, were approved as the majority sentiment of the conference.

## *1. Administration of Public Domain*

It is recommended that in order to obtain conservation and rehabilitation of the grazing ranges of the public domain these lands be organized into public ranges to be administered by a Federal agency in a manner similar to and in coordination with the national forests. Such public ranges should include lands withdrawn for minerals or for other purposes when the use of such lands for grazing is not inconsistent with the purposes of withdrawal.

## *2. Watershed Protection*

It is recognized that throughout the Rocky Mountain regions and the Pacific coastal region hundreds of communities are directly dependent on near-by watersheds for their supply of water for irrigation and other purposes, and in many cases this dependence is interstate in scope, due to the watersheds being in one State, and the irrigation use in another State, and also due to the fact that the irrigation water of one State must often be stored in another State. Inasmuch as these facts can not be changed, due to the geography of the region, it is recommended that lands valuable for watershed protection should be administered under the supervision of the Federal Government.

## *3. Protection of School Lands*

In the Western States, lands granted to the States for school purposes usually included either two or four sections in each township distributed over the major part of the State's area. Inasmuch as proper administration of land thus scattered has been impracticable, it is recommended that for the protection of the State in the interest of the school lands that remain efforts be made to have laws enacted which will permit the exchange of the present school lands for others equal in value, and that school land be collected in blocks of such sized units as to be economical grazing areas, thereby protecting the school lands for the continued benefit of the public schools.

## *4. Agricultural Credit*

It is recommended that the Secretary of Agriculture call into conference representatives of various credit agencies engaged in making loans to farmers. This meeting should include representatives of Federal land banks, joint-stock land banks, Federal intermediate credit banks, State and National banks, and other financial institutions having a substantial volume of loans advanced to agriculture. The purpose of this conference should be to formulate a definite and coordinate program which credit agencies may adopt to assist in bringing about immediate readjustment in land utilization and farm organization.

## *5. Outlook Work*

It is imperative that the program of outlook work of the United States Department of Agriculture and the State colleges be continued and expanded in order to provide a sound economic basis for planning the use of land for agricultural purposes, for determining the changes and adjustments of land use that will be required as economic conditions change and for determining desirable readjustments in areas devoted to agriculture as a vital part of the outlook program, we recommend the preparation and publication at frequent intervals of national and local outlook reports containing unequivocal and understandable statements representing the best judgment of National, State, and local outlook workers concerning the trend of supply and demand for the different agricultural commodities in the different parts of the country in the years ahead.

## *6. The Economic Inventory of Land Resources and Classification of Soils*

The economic use of agricultural land is directly affected by topography, climate, texture and chemical properties, biological defects and location. These major factors usually determine the value of the land for production and taxation purposes. It is recommended therefore that a national inventory be made of our land resources, that soils be classified on the basis of their agricultural value, and that our land-taxation system and practices be readjusted accordingly. Sufficient information as to particular soil types is now available to permit prompt and effective initial action.

## *7. Homestead Interest*

It is recommended that the several homestead acts be administered in the future with more careful supervision of land available for home making; that the lands opened for homestead entry be carefully classified at an early date and only those which after economic study promise a satisfactory standard of living be made available for entry. Lands classed as marginal or submarginal should be withdrawn from homestead entry and definitely added to the public range.

## *8. Taxation*

In view of the necessity of a more equitable distribution of the tax burden, we recommend the following: First, the States take effective steps to revise their systems of taxation to the end that every person having ability to pay taxes would be required to contribute directly to the support of State and local governments through an income tax; second, that total expenditures should be held in check and reduced wherever possible without serious injury to essential service through consolidation of counties and other units of local government in order to prevent the new revenues from becoming merely an additional total expenditure; third, that greater coordination should be brought about between the Federal Government and the State in taxation to the end that each will rely primarily on those taxes that are relatively best suited to it from the standpoint of economic facts and administrative feasibility.

## *9. Land Development*

It is recommended that land-development enterprises be licensed and regulated.

## *10. Regional Competition*

Since no determination of the best use of any type of land can safely be made without careful consideration of economic and technical feasibility of the various proposed uses and the profits likely to be derived from each, and since use for farming is in question on much so-called marginal and submarginal lands, and changes in types of farming are called for on much of the better agricultural land we recommend that increased attention be given to a study of all the factors affecting the feasibility of land for agricultural use and the type of agricultural use best suited to each



specific kind of land. These factors include foreign and domestic competition in the production of all agricultural commodities and the development of methods of farming and types of equipment and their adaptability under various conditions, the feasibility of various forms of the organization of farms for production, and the various methods of operation as well as the outlook for the prices of various agricultural commodities.

11. Reclamation

It is recommended that the Reclamation Service confine its efforts to finishing projects already started and to rehabilitating deficient water rights on lands now cultivated and occupied, but that new lands or new colonization projects neither be undertaken through irrigation or drainage until they are justified by the agricultural needs of the Nation.

12. Use of Marginal Land

This conference has devoted careful consideration to a group of problems with which our country has never adequately coped, namely, the extensive area of land which is in use or tends to be used for purposes to which it is not physically and economically adapted or that is virtually not used at all. These lands include:

1. Occupied farm lands which, because of technological or other changes in their competitive position are no longer capable of yielding a reasonable return to farmers.
2. Range and other lands that tend to come in or go out of farming under the stimulus of variations in the price or rainfall cycles.
3. Extensive areas of cut-over lands that are virtually idle.
4. A large acreage of other land in addition to the above, that tends to be pushed into use for farming when economic conditions do not justify such use.
5. The lack of a program for such lands, consistent with the public interest has resulted in consequences such as numerous farm families struggling against hopeless obstacles, which we should no longer tolerate, an increasing number of abandoned farms, a rapidly growing area of tax-delinquent land which is being resold for the same uses under which it becomes tax delinquent, the wastage of soil resources through erosion or fire, the serious dislocation of the fiscal and institutional arrangements of units of local government through the disappearance of land from the tax rolls, a sparse and scattering population that can be supplied with adequate schools and roads only at great expense.

This conference urges and emphatically recommends that Federal and State agencies develop a coordinate program of land utilization for these extensive areas of idle or misused lands. We believe it to be a sound policy that before we undertake to retain or acquire land for public ownership, every reasonable effort should be made to remove the conditions that discourage forms of private

OUR Federal and State land policies have, in the main, encouraged the rapid transfer of public lands to private ownership with little regard given to the uses to which the land was best adapted or to the demand for its products. The economic and social difficulties in agriculture which are so widely recognized at present are in considerable degree traceable to the effects of these policies. It therefore becomes imperative for all groups connected with land use to cooperate in formulating new policies which shall be actively addressed, through adequate and unified organization and coordination to the intelligent use of all publicly and privately owned land and whether or not it be submarginal or supermarginal. The central purposes of these policies should be to develop and conserve our land resources in such manner as to provide adequately for our present and future needs. Any adequate land policy must provide for the preservation of soil fertility, must aid toward adjustment of production to demand, must provide for economic use of marginal lands, and in other ways must make for the security of agriculture.

utilization, not inconsistent with public welfare; plans for modifying such conditions should be an important part of a program for dealing with these areas. Among these conditions are the following: First, a good deal of farm or forest lands can not be utilized profitably by private individuals because of an impossible tax burden. Certainly, States and counties should not force themselves to take over such lands if a modification in tax burden would avoid this necessity. A forest tax law will frequently aid private owners to utilize lands for forests along sound lines. Second, in some forest, farming, or range and cut-over areas, the consolidation of scattered tracts into units of economic operation will facilitate profitable private utilization. Private

forest utilization can be maintained in many cases by better provision of fire protection; the supply of planting stock, and for small holdings by such measures as cooperative management, cutting, hauling, and marketing.

13. Public Retention or Acquisition of Land

After every effort has been made to promote a sound type of private utilization there will remain extensive areas that are not adapted for private utilization or that, for one reason or another, should be under public ownership and management in order to prevent their misuse or for other reasons. With the exception of small areas acquired for special requirements, Federal land acquisition through purchase at present is confined to the following main purposes:

1. Forest lands for the protection of the head waters of navigable streams.
2. For growing timber (at present limited by appropriation and tacit understanding to the establishment of small areas of demonstration forests mainly in the South. The total program for this and the first-mentioned purpose is only about 15,000,000 acres).
3. Bird and game refuges under the administration of the Biological Survey.
4. National parks and monuments (except for the reservation of land from the public domain, these are being developed partly on lands contributed by non-Federal agencies).

State-land acquisition is confined mainly to the establishment of State parks and/or State forests; but the scope of this activity is not very considerable outside of New York, Pennsylvania, and the Lake States. There appear to be a number of important objectives in public acquisition, in addition to those mentioned, some mainly of local interest and others of broader application, as follows:

1. To withdraw from private-ownership tracts occupied by sparse and scattered population, in order to economize State and local expenditures for public service.
2. To provide for the permanent maintenance of local forests on which communities are dependent or may become dependent for part-time employment, markets, supplies of raw material for local industries, fuel, posts, and other supplies for farmers and other residents of the community, local refuges for game and other local centers of recreation.
3. To remove from private ownership lands that are periodically brought into temporary cultivation under the stimulus of high prices or favorable yields, but are incapable of permanently profitable utilization, in order to remove the unfair competition of such lands to the established farming industry, and to prevent the serious wastes, and hard-



ships incurred by their occupants after the temporarily favorable conditions have passed.

4. To remove from private ownership lands that can not be utilized profitably by private individuals or concerns without serious wastage of the soil through erosion or other causes.

The objectives already adopted should also be materially amplified. The policy of watershed protection both on the public domain and other areas should be carried much further, and a provision for reforestation appears inadequate to forestall an ultimate shortage of timber.

The immediate task is to deal constructively with the areas that are becoming tax-delinquent. There is very great variation at present in the policies followed in various States with regard to such lands. Only in a few States is existing policy in line with the requirements of a broad national land policy. Since the interests of the State and Federal Governments interpenetrate in the whole field of land acquisition, the Federal Government should take the lead in bringing about a definition and coordination of objectives with the States. Plans should contemplate a unification of policies for the disposition of tax-delinquent lands, as well as for other methods of acquisition.

We also recommend prompt coordinate Federal and State action in defining the principles, scope, and methods of public-land acquisition and administration, and in determining what lands should soon or ultimately be acquired and by what agencies.

#### 14. Soil Conservation

Steps should be taken to outline and initiate a program of soil conservation whereby damage from erosion, leaching, increasing acidity, destruction of organic matter, deterioration of soil structure, overgrazing, flooding, and alkali accumulation may be reduced to a minimum.

#### 15. Land Classification

An essential basis of economic investigation in land utilization is adequate physical data in the form of soil surveys, topographic surveys, weather records, etc. Some of the regions of the country where land use problems are most acute are most inadequately covered by such surveys. There is obvious need for coordinating this survey work with the land utilization surveys aimed at the development of a program of land utilization. This economic investigational work must obtain basic information with regard to the numerous economic and social conditions that must be taken into consideration in the formulation of a land utilization program for a given area,

such as the economic use for which the land is best adapted, tax burdens, local fiscal set-up of the area, and the relation of proposed changes in the use and ownership of land to fiscal and institutional arrangements. This type of research work should be carried out by the Federal and State agencies cooperating and would have to be much more ade-

THE EPIC of land settlement in this country is nearly complete. The day of the pioneer as a farmer is merging into the day of the farmer as an industrialist. The pioneer was a dynamic figure. His life story was replete with drama and human interest. The story which he has written across the map of America was heroic in determination, in courage, in accomplishment. Nevertheless, some of his effort was futile, some tragic. While in the aggregate his beneficent accomplishment is great, agriculture is to-day tasting the bitter disappointment which has followed some of his misdirected and overabundant energies.

We have come now to the time when we should write a new epic—the epic of adjustments, of regrouping, of retirement from cultivation of lands which the pioneer subdued, but which stubbornly refuse to yield to his grandchildren a reasonable standard of living, of development of parts of our great patrimony and of conservation of other parts; in short, the epic of conserving a hard-working, God-fearing, agricultural people—proud to be, as in fact they have always been, the mainstay of a great people, the nursery of a great race.

ARTHUR M. HYDE,  
*Secretary of Agriculture.*

quately provided for. It is possible that in order to take care of the problem in States unable to make adequate financial contributions, some extension of the Purnell Act will be found necessary. The extent of the problems of idle lands and of the probable needs for public acquisition does not vary with the financial capacity of the various local and State governments to cope with them. Some of the States where these problems are most extensive are most lacking in financial resources. We should not permit a narrow theory of States' rights and obligations, under our system of dual sov-

ereignty, to prevent an adequate provision for dealing with these problems wherever they occur.

We note with gratification the steps already taken by the State of New York in developing a program of land classification and acquisition.

#### 16. Decentralization of Industry and Its Effect Upon Land Utilization

We recommend that a study be made of possible decentralization of industry and population from the point of view of land utilization.

#### 17. Regional Conferences

In view of the influences of topography, climate, soil types, etc., on land utilization, and the need for enlisting regional and even local leadership in dealing with the many and varied phases of the subject, the committee recommends that the Secretary of Agriculture, in conjunction with the land-grant colleges, and other agricultural agencies, call regional land-utilization conferences throughout the country at such places and at such times as may best serve the purpose of cooperating with the committees proposed by this conference in initiating and consummating a sound and constructive national land use policy.

#### 18. Creation of Committees

It is an accepted fact that the value and effectiveness of any plan depend upon the vigor and intelligence with which it is applied. To apply any plan effectively there must be adequate machinery. To that end we recommend the creation of two committees, one to be known as the national land use planning committee, and the other to be known as the national advisory and legislative committee on land use.

It is recommended that these committees be constituted and called together for organization as follows:

*The national land use planning committee.*—It is recommended that the membership of this committee consist of 5 representatives from the United States Department of Agriculture, 1 each from the Bureau of Agricultural Economics, the Bureau of Chemistry and Soils, the Bureau of Agricultural Engineering, and the Forest Service, and the Extension Service; 1 from the Federal Farm Board; 3 from the Department of the Interior, 1 each from the Reclamation Service, the Geological Survey, and the Land Office; 1 from the Federal Farm Loan Board; 5 from the Association of Land-Grant Colleges and Universities, so chosen to represent the different agricultural regions of the country.

It was also moved that the conference request the Secretary of Agricul-



ure to make the appointments from the Department of Agriculture; that the Secretary of the Interior make the appointments from the Department of the Interior; that the chairman of the Federal Farm Board make the appointment from the Farm Board; the chairman of the executive board of the Association of Land-Grant Colleges and Universities make the appointments from the Land-Grant College Association; and the chairman of the Farm Loan Board make the appointment from the Federal Farm Loan Board; and that the Secretary of Agriculture be requested to call the committee together for their first conference and to permit them to organize; and further request that the call shall be made at the earliest possible moment.

*National advisory and legislative committee on land use.*—It is recommended that the following organizations shall appoint the number of persons named to comprise this committee, and that this committee as thus named or formed may add such numbers to it as it will deem advisable and helpful, and that the committee will be formed initially as follows: American Farm Bureau Federation, 5 members; National Grange, 5 members; National Farmers Union, 3 members; United States Chamber of Commerce, 1 member; National Cooperative Council, 5 members; American Bankers' Association, 1 member; National Association of Commissioners and Secretaries of Agriculture, 1 member; American Forestry Association, 1 member; American Agricultural Editors Association, 3 members; National Sheep and Wool Growers Association, 1 member; American National Live Stock Association, 1 member; American Railway Development Association, 1 member.

The personnel of the committee which submitted the above recommendations was as follows:

Cully A. Cobb, editor of the *Progressive Farmer*; Dr. William Peterson, director of extension, Utah Agricultural College; J. G. Lipman, dean and director, New Jersey Agricultural College; R. W. Reynolds, agricultural and industrial agent, Chicago, Milwaukee & St. Paul Railway; Charles E. Hearst, vice president, American Farm Bureau Federation; George D. Pratt, president, American Forestry Association; H. R. Tolley, director, Gianinni Foundation, University of California; Fred Brenckman, Washington representative, National Grange; Thomas P. Cooper, dean and director, Kentucky Agricultural College; C. O. Moser, president, National Cooperative Council; Elbert S. Brigham, chairman of the finance committee, National Insurance Co. of Vermont; E. H. Thompson, president, Federal land

## 4-H Club Orchestras on the Air



(Above) This is the club orchestra of Churchill County, Nev., broadcasting from Station KOH, Reno. These musicians were a great success at the club camp and were featured at the State fair. "They have been a wonderful help in organizing three new community centers recently, for these youngsters are real community builders," writes D. H. Propps, district extension agent.

(Below) This Cheshire County, N. H., orchestra opened the New England section of the annual national 4-H achievement radio program. The leader, Leslie Seaver, got the idea from his leadership-training project, in which 200 other New Hampshire club members were enrolled last year.

## New Hampshire Carries On

The total farm income of New Hampshire farmers, according to E. P. Robinson, county agent leader, has been materially reduced this year, though they have not been hit as hard as some other sections of the country. The northern part of the State has borne the brunt of the loss, due to the low prices for wholesale milk and potatoes and the lack of any market for pulp wood. To help the farmers carry on, the extension service is giving special attention to showing them how to keep down costs and to market advantageously.

One very successful project has been the marketing of potatoes. Following an economic survey showing deficiency areas in potato production contracts were made with near-by markets which resulted in 100,000 bushels of New Hampshire potatoes being sold through the local chain stores this season. These

stores are featuring New Hampshire grown potatoes and there has been a definite change in the situation.

Another phase of the work now being emphasized is the development of underdeveloped activities such as cooperative marketing of Christmas trees, production and marketing of maple products, and catering to tourists.

Methods of keeping down costs being emphasized are economical methods of purchasing and using commercial fertilizers, feeds, spray materials, and other supplies; the judicious use of seeds; choice of crops that will give the best returns in the shortest time; using records of production to detect culls that are not paying for their keep; and employing labor-saving methods. The use of spare time to get out lumber, posts, and fuel from the farm woodlots instead of paying cash for these commodities is also proving popular with New Hampshire farmers.

bank, Springfield, Mass.; Sherman M. Woodward, Iowa City, Iowa, representing American Society of Civil Engineers; Dan H. Otis, American Bankers' Association; John B. Bennett, United States Chamber of Commerce; M. L. Wilson, chairman, Department of Economics, Montana Agricultural College; W. C. Coffey, dean and director, Minnesota

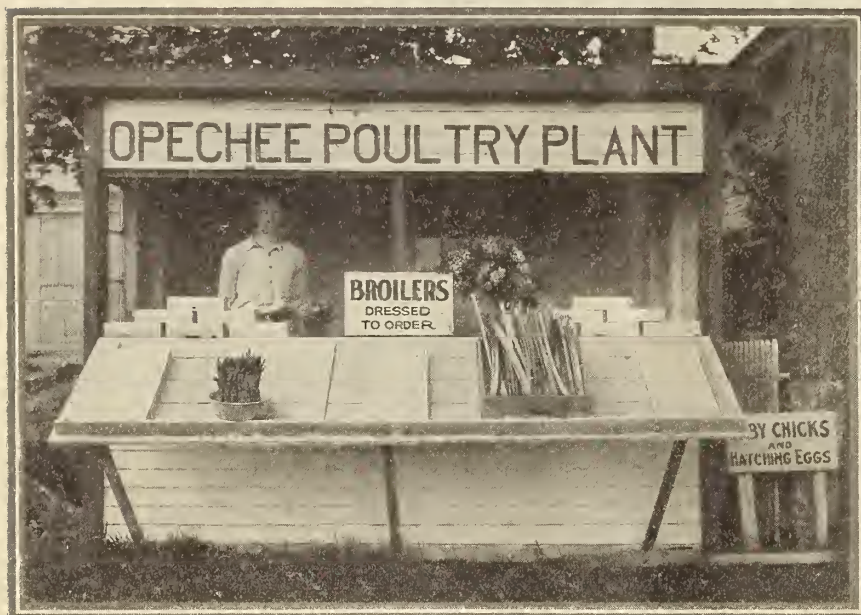
Agricultural College; C. E. Ladd, director of extension, Cornell University; W. W. Atwood, president, Clark University, and president, National Park Association; L. J. Fletcher, president, American Society of Agricultural Engineers; William A. Schoenfeld, dean and director, Oregon State Agricultural College, Corvallis, Ore.



# Assisting Operators of Roadside Establishments

J. C. KENDALL

Director, New Hampshire Extension Service



One of the roadside markets in New Hampshire

**R**OADSIDE operators have proved to be one of the most interested groups to which the New Hampshire Extension Service has ever offered its assistance. More than 200 of them attended the first conference arranged at the University of New Hampshire in March, 1931, and expressed high interest in another similar gathering before the beginning of the tourist season. Following the second State meeting in May and the several county conventions since, repeated demands led to the scheduling of a third State session this fall.

The original aim of the extension service was to assist the roadside operators in holding one state-wide meeting each year. These folks seem to have found that gatherings for the purpose of exchanging ideas and discussing problems are profitable. As a result, they are peppering us with requests for more of them.

Our interest in roadside establishments took active form in 1927 when we made an attempt to locate all the farms in the State which were selling any appreciable amount of produce direct to tourists and others. This was followed by a direct canvass of 1,000 miles of New Hampshire highways, revealing nearly 800 roadside places on farms or in localities where farming might be done. One of these markets has been operated since 1850 and mainly sells farm products.

## *Many Articles Sold*

A great variety of articles are sold at the New Hampshire roadsides. The five largest markets averaged sales of \$12,700. More than 200 places did a business of \$1,800 each.

Fifty of these selling farm-raised products, such as vegetables, fruit, milk, and eggs, did an average business of \$3,100. Five of the fifty happened to be in the \$10,000 class; only four ranked under \$500. Only four families got their entire receipts from the stand and eight others only as much as 85 per cent. Families with sales of \$4,000 or more were disposed to get a small amount of income from other sources.

## *Making Business Profitable*

The program for our first conference for roadside operators was developed from information obtained by questionnaire. Greatest interest was shown in the problem of making business more profitable. Other topics recommended for discussion were, in the order of their preference: Meal preparation, ways of making establishments more attractive, advertising, table service, bedchamber accommodations, purchasing, labor problems, handicrafts and home industries, interior decoration, landscape design, home gardens, certification by some outside agency, and legislation.



A group of heated cabins



Two days of general sessions with 6 out-of-State speakers and 15 State people were arranged, and attracted more than 200 operators, representing overnight cabins, tea rooms, meal service in private homes, overnight accommodations in private homes, summer-boarder service, roadside stands, kitchen industries, and gift shops. Each speaker was selected because of his experience in some phase of the roadside business. One edits a national roadside-stand magazine; another is director of the handwork department of an educational organization; and a third is principal of a leading cooking school. An advertising expert and a tea-room manager were also on the program.

Following this conference, bulletins containing the addresses and proceedings of the meeting were issued. Many who were unable to attend the conference, as well as those who did, have found these helpful.

### Groups Discuss Problems

The second conference, held immediately before the opening of the tourist season, was arranged in the form of four group discussions for one day only. The four groupings were tourist homes, overnight cabins, tea rooms, and roadside stands. Special services requested of the extension service included the development of a loan library for roadside operators, compilation and distribution of old New England recipes, and issuance of suggestions on meal planning.

The two conferences were no Pollyanna affairs. The operators dug deep into their problems. They were told that New Hampshire is suffering from roadside-stand quantity when it ought to be profiting from roadside-stand quality, and they acknowledged it. The

speaker who fired this shot at them emphasized his point with the illustration:

"When one has lunched bountifully in a Normandy farmhouse converted into a unique roadside restaurant, one finds it quite a comedown to enter a shapeless frame shack and have some unshaven man fresh from the gasoline pump wipe his hands on his pants and say, 'Well, what'll it be, gents?'"

### Inspection by Board of Health

The operators were keen to welcome and urge a constructive program of sanitation and inspection by the State board of health. They want their water supplies and sewage arrangements to be beyond question, and many of them are interested in developing some system of certification which will give recognition to the more deserving establishments.

The desire to cooperate in cleaning up billboard nuisances on New Hampshire highways was another clear expression of the conference. Whatever crimes against scenery may have been perpetrated in the past, a large group of operators are determined to do everything possible to mitigate the sign nuisance. They appreciate the fact that their very livelihood depends on attractive highways; and while advertising is no less essential for their own business, they now see that such advertising should be done attractively and with due regard to scenic beauty. The conference voted unanimously in favor of the elimination of national billboard advertising and strict regulation of all other forms of roadside signs except those placed by owners advertising their own business.

Throughout the conferences it was also clear that the operators are intensely interested in the improvement and beautification of highways and in the work already done by the State highway department.

heterogeneous audience through two rather technical talks in which all the members were not vitally interested. Occasionally, also, unsympathetic listeners, or hecklers, strayed into the meeting and made things difficult for the speakers.

### Leading Farmers Invited

By confining the attendance to an invited list of leading farmers, a high pitch of interest was maintained throughout the meetings as the men present were all concerned in the outlook and were able to discuss it intelligently, and explain how they intended to apply it to their particular farming problems.

The average group was around 20 to 30. This was found to be a desirable number, large enough to maintain a lively discussion and yet not so large as to be unwieldy. It was felt that the ultimate number of farmers reached was perhaps just as great under the new method as under the old, since the influence of each leading farmer would no doubt extend to many other farmers in his community, who would follow his example.

Selection of the group was, of course, left up to the county agent in each county. No press articles were carried before the event, individual invitations being sent through the mails. This furnished a desirable contact for the county agent with his farmers, who felt flattered at being included in the special list.

The meetings were entirely of a discussion type. The specialist started the meeting by asking questions of the group, which opened up the subject. Then as questions arose charts were used to clear up the points involved. After the commodities were discussed, the business situation was received and then the question asked of members of the group as to what they were going to do in the light of the facts brought out. This continued the discussion and many good ideas were advanced. The farmers went away feeling they not only had a part in the discussion, but had questions cleared up that had been bothering them for some time.

## South Dakota's Outlook Discussion Meetings

**T**HE SYSTEM of limiting attendance at agricultural outlook meetings to a specially invited list of leading farmers in each county and conducting a discussion type of meeting was employed by South Dakota extension marketing and farm management specialists with good success.

In the past, general invitations to attend the meetings had been broadcast through the press with the result that all types of farmers attended, many bringing their wives and children. Two

specialists and the county agent were present at each meeting, the county agent opening the meeting and introducing the subject. One specialist presented the outlook material and the other, using a farm set-up typical of the farming systems of the county, explained how the information could be applied to that farm in a way that might increase farm profits.

Although good success resulted from this type of outlook meeting, it was found difficult to hold the attention of such a

**L**OW feed costs have so far restored the popularity of horses that an old-time colt show was added as a new feature of the Peoria County (Ill.) Farmers' Institute this year, reports County Agent J. W. Whisenand. There was one class for draft colts and another for all-purpose colts with prizes of \$10, \$5, and a ribbon in each class.



## Camp Plummer—4-H Club Mecca of The Northwest

CAMP PLUMMER annually becomes the Mecca to which come some of the outstanding 4-H club boys and girls of Idaho, Oregon, Utah, Nevada, Montana, Washington, and British Columbia. The educational activities of Camp Plummer at the Pacific International Livestock Exposition, Portland, Oreg., October 24-31, were participated in by 514 club members, extension workers, and local 4-H club leaders. Demonstrations, judging contests, exhibits, and educational trips made the week a profitable one for the club boys and girls repre-

partment of Agriculture is proud of the work you have done. I hope your week at Camp Plummer will be a very happy one, and that out of your experiences there you will gain a greater appreciation of the opportunities and responsibilities ahead of you as members of a generation that soon will be directing the life and fortune of rural America."

### Livestock Activities

The livestock-judging contest held a major interest with 162 contestants, or 54 teams as compared to 47 teams in

ported that young men have been encouraged by their successes in exhibiting to increase their livestock projects and continue in the business on a profitable basis.

### Contest and Exhibit Features

Six States enthusiastically entered demonstration teams in agriculture and home economics to compete for the Plummer trophy which is presented each year by O. M. Plummer, manager of the Pacific International Livestock Exposition. This trophy was won by the State of Montana this year. Nineteen teams of girls entered the home-economics judging contest, and the meat identification contest created considerable interest. The largest home-economics exhibit ever held at Camp Plummer had 52 entries in clothing, canning, and house-furnishing units. The growth and health contest was featured by six entries from three States. The highest score made by the girls was 97.4 while that made by the boys was 99.1.

Club work was well represented in the land-products show in the 4-H potato club exhibits and the crops-judging teams which placed classes of corn, onions, carrots, wheat, barley, oats, and potatoes. The poultry and rabbit exhibit showed 105 entries by club members, and 4-H poultry judging contests were held.

### Other Educational Activities

As a treat for the boys and girls from the inland States who had never seen the ocean, special busses took them to Seaside, Oreg., where they were entertained at luncheon and enjoyed the beach. Another day was spent visiting places of interest in Portland. At the annual banquet the delegations had the pleasure of meeting the governors of six Western States and at mealtime prominent visitors were introduced. The horse show one evening was made more colorful by the parade of the entire attendance at Camp Plummer and some of the 4-H livestock which was on exhibit.



At the opening ceremonies of Camp Plummer the Montana 4-H club boys and girls planted a Douglas fir in front of Penney Hall, headquarters for Camp Plummer. A tree is planted each year by a State delegation

senting the several States, according to Madge J. Reese, field agent, western section, Office of Cooperative Extension Work.

### Greetings From Secretary Hyde

Secretary Hyde's greetings were read at the banquet and were received with appreciative applause: "I am again glad to send greetings to the 4-H club boys and girls of the Western States gathered together at Camp Plummer. Through perseverance, hard work, and intelligent planning you have been especially successful in your club enterprises, and I congratulate you on these successes and on your fine records which have won for you the opportunity to represent your groups at the camp this year. The De-

1930. The Whatcom County, Wash., team placed first with the Fergus County, Mont., team second. Prized dairy cattle, fat steers, hogs, and sheep, 490 head, 30 per cent increase over 1930, were exhibited by club boys and girls. The annual 4-H club fat-stock sale, in the opinion of those who conducted it, was most successful. In one hour and a half 92 sales or 228 animals of market type were sold, bringing exceptionally good prices. It is said the buyers plan a year ahead of time to purchase some of the animals at this sale. The experience of exhibiting and judging livestock is teaching boys and girls to work toward good market types in livestock, and some clubs buy cooperatively good breeding stock at the show. It is re-

SEVEN members of the Delhi (Ark.) Home Demonstration Club drove 15 miles each day to attend the two days' school of construction conducted by State clothing specialist at Hampton. At the Delhi Club meeting the women said, "It was a real task to do the housework and drive the 15 miles back and forth each day in a wagon, but we were well repaid for our efforts." These women are real home demonstration members.



# An Attractive Weekly Column

Last month we announced the REVIEW's new feature, *The Month's Best News Story*, and ran what we thought was a good story. The first winning contribution in this series will appear in the February issue of the REVIEW. In between we are giving you a sample weekly column written by Rosalie E. Redfearn, home demonstration agent for Anson County, N. C. Under the caption "Woman's Corner," Mrs. Redfearn talks intimately each week with around 2,000 farm women in her county. In the course of 700 words she chats with you about laying out and planning your garden, getting the kitchen sink clean and white, and preventing your bedroom curtains from becoming soiled. She even gives you some comforting advice on whether a wife can ever hope to cook a pie as good as those her husband's mother used to make. Surely a welcome and delightful visitor to have.—EDITOR.

ONE OF the prettiest spring gardens we have seen so far is that of Mrs. J. L. Beck, of Deep Creek. This garden certainly has a live-at-home look about it, too.

In early winter Mrs. Beck selected a part of the garden about 10 feet wide and made a bed across the length of the garden. This was enriched with stable manure and plowed deeply. It was then laid off in little beds about 10 feet square, each square was planted in little rows of vegetables, such as onions, lettuce, peas, mustard, and beets. A side dressing of 8-33-3 guano was applied, and so well have the vegetables responded that for several weeks the family have had plenty of lettuce, mustard, and onions; the peas are just about ready to pick, and the beets are about 5 inches high. The next part of the garden was planted in Irish potatoes, and the potatoes are now as large as eggs. Adjoining the potatoes is a row of squash almost ready to bloom, and then come the beans with four leaves already; next are the cucumbers. The butter beans are just coming up; along the side of the garden are beds of tomatoes and pepper plants, just hundreds of them.

Out in the field there are two more potato patches. One of these was manured and fertilized well, planted, and then covered with wheat straw, from which they will harvest 100 bushels or more if the seasons are as favorable as last year. At one time last fall Mr. Beck had 100 bushels spread out under the house, which kept well and provided enough potatoes for the winter for a large family. When we asked what they did for potato bugs, they told us that the calcium arsenate or boll-weevil poison was the best thing they had found.

The cabbage patch, about half an acre, is also out in the field. Besides furnishing the family with fresh cabbage, a sufficient supply of kraut will be made for home use and some of the earliest cabbage sold.

One thing that Mr. and Mrs. Beck said that is worth passing on, was, when we were talking about the fine beds of tomato plants, "Well, we have always found it to be true that when you plant

enough of everything to be good neighbors you always have enough for your own folks." Being good neighbors means a lot in a community.

We did not notice a strawberry patch in the garden, but incidentally passing through the kitchen we saw eight of the best-looking strawberry pies just out of the oven, and then we learned that in another lot was a big strawberry patch, al-



Mrs. Rosalind Redfearn, who has been home-demonstration agent in Anson County for 18 years.

ready ripening. Along with the pies were plates of nice, juicy sweetpotatoes. We can't say what else this happy family was going to have for dinner, but there were several pots on the stove boiling away and milk and butter in the cupboard.

In another lot in the yard were about 400 fryers; out in the crib was 50 or more bushels of last year's wheat waiting to be made into flour, and there was a smokehouse with hams and bacon hanging high.

All of this made us think again, "What's a farm for if not to provide the things that go toward making a happy, healthy home; the kind of pies and biscuit and fried chicken and cake that the children will always remember, and as the years pass will often wonder why things don't taste like the things 'that mother used to cook.'"

Some one remarked a few days ago that as you get older things don't taste like they used to. This may be true. We have often noticed that a married man always likes to ask his wife, "Why don't you cook a pie like my mother used to make?" And it just can't be done; there's no wife can cook a pie like her husband's mother used to make, or a cake either, as for that matter. And the only happy day in this respect that we can look forward to is the time when our sons will say to their wives, "Why don't you cook a pie like my mother used to make?"

THE SINK often gets yellow and dingy-looking. A great aid to keeping a white shining sink is soap jelly. Dissolve a large bar of soap in two quarts of boiling water; add two tablespoons of kerosene. After washing dishes, put some of this jelly on a cloth and rub the sink well; then wash it with hot soapy water. This is also good to clean bathtubs and the lavatory. Aluminum and enamel water buckets and dippers can be cleaned in the same way.

Sometimes the water has an iron sediment that causes the porcelain of bathroom equipment to have a yellow stain. One of the best things to remove this is gasoline; just rub the places with a cloth dipped in gasoline and then wash with warm soapy water. This stain should be removed often; if allowed to stay too long it is very hard to remove.

JUST HOW to keep the bedroom curtains from getting soiled at night when the windows are wide open is always a problem. The wind blowing through, and the dampness as well, often causes them to mildew, and the bottom ends of the curtains soon fade, split, and look unattractive. Some good housewives try the plan of catching the inside and outside edges of the curtains together and folding up as high as one can reach along the outside of the curtain and snapping together with a clothespin. It is surprising how fresh and clean the curtains will keep when this plan is followed.

Speaking of curtains, it is a good plan to make the white or cream-colored curtains for several rooms of the same ma-



terial. Besides giving a harmonious treatment for each window it is a saving, because the curtains can be laundered, changed from one window to another, making them last much longer. We often change ends with the curtains, letting the bottom of the curtain go to the top and the top to the bottom. The top always lasts longer than the bottom, as it is not exposed to the air and dampness so much. When both ends are hemmed with the plain hems, this can easily be done. Another plan may be used by cutting off the bottom parts of the curtains and making half lengths or sash curtains of the upper sections. These may be used in bedrooms, bathrooms, and breakfast rooms.

When the cretonne draperies fade, if the material is still good, it may be boiled nearly white and then tinted with dye and used again. Old rose, deep blue, green, and mulberry are pretty colors to use for tinting the draperies. We saw a lovely bedroom recently that had lavender-tinted ruffled curtains, and the old furniture had been painted green. In the spring we like to fix up the house, and a little dye, a little paint, will be wonderful helps in renovating what we already have on hand.

## Department Participation in the 1931 Fairs

The fair season, during which the educational exhibits of the United States Department of Agriculture are shown all over the country, this year reached its peak during the period from September 1-15. Most of the occasions were large State fairs.

In spite of the fact that the country is said to be experiencing an era of great economy, the attendance has been remarkably good. Reports indicate that at both the Midland Empire Fair at Billings, Mont., and the Montana State Fair at Helena, the 1931 attendance was greater than for 1930. Other fairs that report greater attendance this year than last were those held in Detroit, Mich.; Hagerstown, Md.; Raleigh, N. C.; and Dallas, Tex.

The turnstiles at Dallas, according to the Dallas press, continued to click until they had admitted 685,378 visitors to the State fair, October 10-26. This is an increase of 10,000 over last year's figures.

The success of a fair, from the department's viewpoint, of course can not be estimated altogether in attendance, but should be judged as well by the appraisal of the individuals who attend.

One index to the value which is placed on this phase of the department's extension work is the interest shown in its publications. Included with each group of exhibits, there is on display at each fair a careful selection of the publications that are available to the public. Many visitors claim they did not know the United States Department of Agriculture offered any such service and were enthusiastic in their appreciation of this opportunity for helpful guidance. It was impossible to pass in front of one of the mechanical exhibits because the crowds blocked the aisles. Gratitude was expressed by those who last year received the publications they asked for and specific instances were cited of some of them who profited in dollars and cents by the information they received.



## Child-Feeding Charts

A set of eight child-feeding charts has been prepared by the Bureau of Home Economics. Attractive pictures of well-nourished children illustrate certain points in the formation of good food habits and the effects of good nutrition. The titles of these charts are:

1. Happy, healthy, growing.
2. Signs of good nutrition.
3. The right start for the baby.
4. Aids to good food habits.
5. A good beginning in self-help.
6. The same menu for all.
7. Meals for the 3-year-old.
8. Foods for good nutrition.

Each chart is 15 by 23 inches in size and printed in black and white on heavy-

coated paper. These charts are for sale at 25 cents a set from the Superintendent of Documents, Government Printing Office, Washington, D. C.

## Arkansas Women Can for School Lunch

One hundred and twenty-three No. 3 cans were filled with soup mixture and tomatoes, and 12 gallons of kraut were made and stored at an all-day canning held by the East Heights, Ark., home demonstration club, when this produce was donated to the school for hot school lunches during next winter's term. Last year hot school lunches were introduced in this community as a relief measure, and when records showed that students gained in weight and made better grades in school work patrons of the school decided that it was good as a permanent practice and are providing for supplies now for the lunches by canning surplus fruits and vegetables at club canning days.

### NATIONAL 4-H CLUB RADIO PROGRAM

Saturday, February 6

What I learned about trees from 4-H club work.—*By club boy.*  
Savings from clothing club work.—*By club girl.*  
It pays to belong to a 4-H club.—*By State leader.*  
A look ahead.—*By C. B. Smith, Chief, Office of Cooperative Extension Work.*

### AMERICA'S PATRIOTIC MUSIC

The Star Spangled Banner.....*Key-Smith*  
America.....*Carey*  
Dixie.....*Emmett*  
Yankee Doodle.....*Traditional*  
America the Beautiful.....*Ward*  
Columbia, the Gem of the Ocean.....*Becket*  
Hail Columbia.....*Fyles*  
Over There.....*Cohan*

## EXTENSION SERVICE REVIEW

Issued monthly by the **EXTENSION SERVICE**  
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## · ACROSS · THE · EDITOR'S · DESK ·

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### Putting Up Economic Facts

“WHAT do you want the farmer to do?” was the question H. W. Hochbaum plumped down before economists and county agents attending the Appalachian States Outlook Conference in October. He was discussing how to translate economic facts into definite action.

Such phrases as “greater stability in commodity prices,” “conservative production,” “lower inventories,” “production expenditures,” and “emerging on,” he contended, obstruct a clear understanding of the situation described and do not encourage action. “Think in terms of what you want the farmer to do,” he insists, “talk and write in simple language and to the point.” Here’s a couple of samples Hochbaum gives of how he likes to have economic facts presented:

“Light hogs and pigs should be fed for the late winter market. The November or December market with business as it now is looks like a broken bridge ahead. Steer clear of it.”

“Since 1914 it paid to feed from late August to the middle of September, 11 of these 16 years. Until October 1, 9 of the 16 years, until October 15, 5 of the 16 years. Of these five years, four years were small corn-crop years and one was a war year. Figure your own odds!”

Do you put up economic facts in this way? If not, how do you do it?

### Back To Fundamentals

AMY KELLY of Kansas declares for fundamental principles. Too often we seek the adoption of practices, disregarding those fundamental principles that are the basis for applying practices with discrimination and judgment. Not how many practices are changed but how many are applied with intelligence is her thought.

In millinery, in clothing work, in house furnishing, and in landscape gardening she finds a study and knowledge of the principles of line and design essential. A woman discovers that she can not trim a hat satisfactorily until she understands the principles underlying the reasons for trimming hats. She masters the principles, applies them in practice, and acquires artistic skill. Then, when she undertakes to design and make clothing, to select and fashion house furnishings, and, yes, plan and put into effect landscaping effects, she sees that the fundamentals of making a becoming hat still hold. In this light, the home-demonstration program in a county is no longer a miscellany of projects. It becomes a structure built upon fundamentals, each part related to the other, each new enterprise serving to enrich and round out a harmonious series of activities that make for a satisfying living.

Has Amy Kelly the right idea? Is an understanding of principles essential before we put recommended practices into effect? If so, what are the best ways to bring about the desire to know principles? And how in home-demonstration work should principles be taught?

### Visit Them, Show Them

VISIT them regularly. Teach them how to do by doing the job yourself first. That, according to Brodie Pugh, county agent for Claiborne Parish, La., is the way to get results in extension work. And he has the pastures, the silos, the cows, and the records in Claiborne Parish to show that he’s done a good job. “If I could reach enough farmers that way,” he says, “I would rely on the farm visit and the simple method demonstration. Circular letters, moving pictures, news articles, and meetings have all had their chance with me, but they fail to get the results that a good farm visit or a demonstration well planned and put over gives.

“When I started my pasture program,” he continues, “I ran news articles, sent out circular letters, and had community meetings on the importance of inoculating clover seed. I thought I had done a good job, but when I began to check up I found that many farmers had missed the whole lesson. This experience and other similar ones proved to me that in extension work it is best to make certain that farmers understand the simplest operations.”

There you have the case for the farm visit and the method demonstration as Brodie Pugh sees it. It’s a clear issue. Who rises to defend the news story, the circular letter, the motion picture, and the meeting? What have they done for you?

### An Easy, Pleasant, Happy Time

“HOW to turn the nightmare of annual report time into an easy, pleasant, happy time has been a problem that has occupied my spare moments for many a year,” writes Stewart Leaming of Porter County, Ind. And, has he succeeded? Well, I would say, “Yes.” Suppose we let him tell the story in his own way.

“I have not made the task effortless,” he says, “but I have discovered a few short cuts that have made the job easier, more accurate, and more complete.

“Each month I mimeograph a summary of my work and send it to the State office, the members of the county board of education, the county council, county commissioners, farm leaders, bankers, and others who might be interested. They seem to be glad to get the report and feel that I am taking them into my confidence and are willing to give me theirs.

“My first step in preparing the narrative report is to take copies of the monthly reports and clip off the various items and paste them on sheets according to projects. This gives me a chronological summary of every project carried on in the county and forms an outline for the report. By taking up the sheets for a given project I can refer to my files, supply the details from the records and have the whole story in a few minutes.

“Each week I carry a farm page in the county paper which carries in detailed story form the results of the week’s work. These pages I have bound and by referring to these articles I have as much detail as is desirable. By these aids the preparation of a complete and correct narrative report is a matter of hours rather than of days.”

R. B.



# "4-H CLUB WORK HAS ECONOMIC VALUE"

THIS IS THE CENTRAL THEME FOR THE NEW SERIES OF NATIONAL 4-H RADIO PROGRAMS ANNOUNCED FOR 1932 . . . . "LEARNING TO KNOW AMERICA'S MUSIC" IS THE THEME FOR THE 4-H MUSIC ACHIEVEMENT SERIES OF COMPOSITIONS PLAYED BY THE UNITED STATES MARINE BAND AND EXPLAINED BY R. A. TURNER

## SCHEDULE FOR 1932

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| <p>JANUARY 2.—What George Washington means to me.—<i>By club boy.</i><br/>What club girls can learn from George Washington.—<i>By club girl.</i><br/>How our club members will help commemorate George Washington.—<i>By State leader.</i><br/>George Washington comes home to his country.—<i>By staff member of Bicentennial Commission.</i><br/>America's negro spirituals and songs.</p> <p>FEBRUARY 6.—What I learned about trees from 4-H club work.—<i>By club boy.</i><br/>Savings from clothing club work.—<i>By club girl.</i><br/>It pays to belong to a 4-H club.—<i>By State leader.</i><br/>A look ahead.—<i>By C. B. Smith, Chief, Office of Cooperative Extension Work.</i><br/>America's patriotic music.</p> <p>MARCH 5.—My purebred dairy calf makes good.—<i>By club boy.</i><br/>Standardizing 4-H products.—<i>By club girl.</i><br/>What we parents think of club work.—<i>By 4-H parent.</i><br/>What's going on in the 4-H clubs.—<i>By Department of Agriculture staff member.</i><br/>America's hymns and religious songs.</p> <p>APRIL 2.—4-H poultry pays.—<i>By club boy.</i><br/>Planning the home garden.—<i>By club girl.</i><br/>What 4-H club work has meant to our community.—<i>By community leader.</i><br/>Significant accomplishments of 4-H club work.—<i>By Department of Agriculture staff member.</i><br/>America's country dances.</p> <p>MAY 7.—How my purebred litter was raised.—<i>By club boy.</i><br/>4-H handicraft activities.—<i>By club girl.</i><br/>4-H club work helped me decide my vocation.—<i>By county extension agent.</i><br/>4-H club work and vocational adjustment.—<i>By Department of Agriculture staff member.</i><br/>America's favorite songs.</p> | <p>JUNE 4.—How I won my trip to Washington.—<i>By club boy.</i><br/>How I happened to be selected for a delegate to the National 4-H Club Camp.—<i>By club girl.</i><br/>What our delegates to National 4-H Club Camp have done.—<i>By State leader.</i><br/>The National 4-H Club Camp this year.—<i>By Department of Agriculture staff member.</i><br/>America's favorite composers.</p> <p>JULY 2.—Profit from potatoes.—<i>By club boy.</i><br/>How we reduced clothing expenses.—<i>By club girl.</i><br/>What our older 4-H club members are doing.—<i>By State leader.</i><br/>The local 4-H leader a cornerstone.—<i>By Department of Agriculture staff member.</i><br/>Final music identification contest.</p> <p>AUGUST 6.—Farm economics help older club members.—<i>By club boy.</i><br/>Our club learns how to plan and serve meals.—<i>By club girl.</i><br/>Is 4-H club work practical?—<i>By State leader.</i><br/>What's doing in the 4-H clubs.—<i>By Department of Agriculture staff member.</i><br/>Descriptive music.</p> <p>SEPTEMBER 3.—What the home garden gives us.—<i>By club boy.</i><br/>Canning 4-H products.—<i>By club girl.</i><br/>4-H leadership a goal.—<i>By State leader.</i><br/>Why club work is effective.—<i>By Department of Agriculture staff member.</i><br/>Contemporary composers.</p> <p>OCTOBER 1.—This baby beef went to market.—<i>By club boy.</i><br/>Helping mother to manage the home.—<i>By club girl.</i><br/>What 4-H club work has meant to our State.—<i>By State leader.</i><br/>What 4-H club work strives for.—<i>By Department of Agriculture staff member.</i><br/>Modern operas.</p> <p>NOVEMBER 5.—Third National 4-H achievement program.</p> <p>DECEMBER 3.—4-H club congress program featuring Moses leadership trophy winners.</p> |
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THESE PROGRAMS ARE BROADCAST OVER A COAST-TO-COAST NETWORK OF RADIO STATIONS ASSOCIATED WITH THE NATIONAL BROADCASTING CO., FROM 12.30 TO 1.30 P. M., EASTERN STANDARD TIME

*"Always on the first Saturday of each month"*